



Date: August 16, 2021

To,

Department of Corporate Services,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers, Dalal Street,  
Mumbai – 400 001

Scrip Code: 543272

To,

Listing Department,  
**National Stock Exchange of India Limited**  
C-1, G-Block, Bandra-Kurla Complex  
Bandra (E), Mumbai – 400 051

Symbol: EASEMYTRIP

**Sub: Media Release**

In terms of regulation 30 of the SEBI (LODR) Regulations, 2015, we are enclosing herewith a copy of the media release titled **“EaseMyTrip profits jump by 518% in Q1FY22 despite second wave disruptions in the travel industry”** being issued to the media.

You are requested to take the aforesaid on record.

Thanking you,

Yours faithfully,

**For Easy Trip Planners Limited**

**Preeti Sharma**  
**Company Secretary and Compliance Officer**  
**Membership No.: A34417**

## Easy Trip Planners Limited

Registered Office : Building No 223, Patparganj Industrial Area, Patparganj, New Delhi, Delhi 110092

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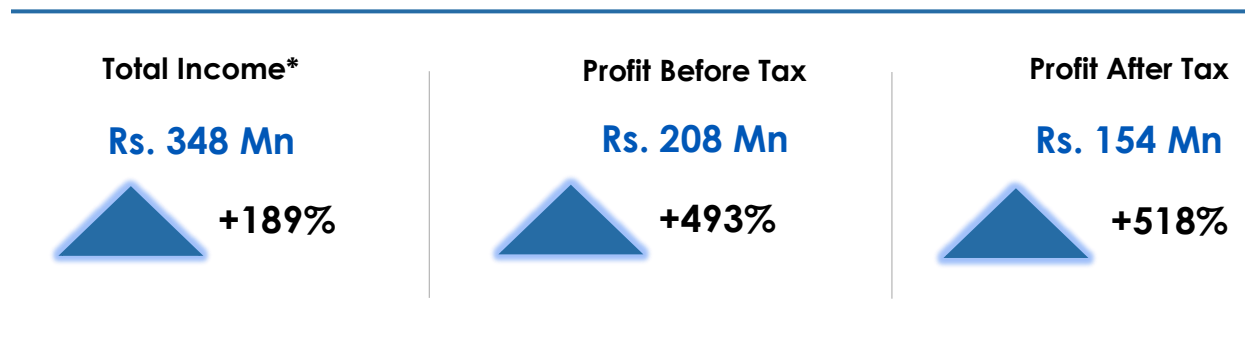
## EaseMyTrip profits jump by 518% in Q1FY22 despite second wave disruptions in the travel industry

- *PAT for Q1FY22 goes up by 6x to Rs 15.4 crore as against a net profit of Rs 2.5 crore in the corresponding quarter of the previous fiscal.*
- *Despite a severe disruption in the travel industry caused by the second wave, EaseMyTrip generated Profit Before Tax of 20.8 crore to become the only and highest profitable travel-portal in the country*
- *Recorded profitability in Q1 due to increase in margins and commissions , and enhanced operational efficiency*
- *Company witnessed a Y-o-Y increase of 239% in the air ticket booking segment*
- *Train, bus and other segment bookings reach 80% volumes of FY21 in Q1FY22 itself*

**New Delhi, August 16<sup>th</sup>:** Easy Trip Planners Limited, India's second largest online travel portal grew its profit by almost 518% to Rs 15.4 crore in Q1FY22 as against a net profit of Rs 2.5 crore in the corresponding quarter of the previous fiscal. This was despite the travel and tourism industry being severely disrupted by the second wave of the pandemic.

The results highlight the resilience of the company's lean structure business model. The increase in profits is attributable to increased margins and commissions, enhanced operational efficiencies, and cost rationalization programs along with a reduction in operational expenses with respect to discounts, marketing and sales promotion and employee expenses. Discount expenses, marketing expenses, employee expenses were reduced by 48%, 51% and 28% respectively as compared to Q4FY21. Other expenses too were down by 53% on Q-o-Q basis.

Despite the impact of the second wave on the travel and tourism sector, the company witnessed a Y-o-Y increase of 239% in the air ticket booking segment. The train, bus and other segments together have seen bookings that have reached 80% plus volumes of FY21 in the first quarter itself, and the hotel segment too has sustained its momentum during the period. In FY21, non-air transactions stood at 2.55 lacs, clearly suggesting that EaseMyTrip is gaining strong momentum in non-air bookings as well.



## Consolidated Key Financial Highlights:

Particulars (Rs. in Mn)	Q1FY22	Q1FY21	Y-o-Y	FY21
Gross Booking Revenue	<b>3567.1</b>	987.4	261%	<b>21,284</b>
Total Income*	<b>347.5</b>	120.1	189%	<b>1,508</b>
Total Expenses	<b>138.8</b>	84.88	64%	<b>674</b>
Profit Before Tax	<b>208.7</b>	35.2	493%	<b>834</b>
Profit After Tax	<b>154.3</b>	24.9	518%	<b>610.10</b>
PAT Margins (%)	<b>44.4%</b>	20.8%	2,345 bps	<b>40.5%</b>

\*Includes other income

Commenting on the company's stellar performance, **Nishant Pitti, CEO and Co-founder**, "Despite the challenges posed by the second wave of the pandemic, EaseMyTrip has delivered robust growth in one of the most disruptive periods for the travel and tourism industry. This was possible due to the increase in operational efficiencies and our model of working on lean cost of operations. The fact that we recorded our highest ever profitability in FY20-21, and continue to stay profitable in Q1FY22 is a testament to the company's resilience and ability to adapt to the changing external environment.

With a substantial decline in cases and vaccination numbers picking up, we are optimistic about the recovery of the travel industry, and expect to sustain our growth on the back of a strong pent-up demand for travel. Apart from the airline ticketing vertical, we will also look to tap into growth opportunities in the hotels and holiday sector to enhance revenues and profitability going forward. We are confident that our continued focus on operational efficiency and financial discipline will help us deliver sustainable business growth, and we will continue to strengthen on all fronts to deliver greater shareholder value"

The company witnessed a 261% growth in gross booking revenues with 356.7 crore in Q1FY22 as opposed to Rs 98.7 crore in the corresponding period last fiscal. Total income for Q1FY22 also jumped to Rs. 34.75 crore as against Rs. 12.01 crore in the corresponding quarter last fiscal. PBT for the quarter grew to 20.8 crore as opposed to 3.52 crore in Q1FY21. Despite lower income for the quarter on account of second wave of the pandemic, EBIDTA for the quarter stood at Rs. 212 Mn as compared to Rs. 37 Mn in Q1FY21.

EaseMyTrip is one of the very few e-commerce portals in the world that bootstrapped itself to the IPO. In the last 13 years of its existence, EaseMyTrip has never raised capital from any external sources, and has grown market-share via profits and internal accruals. EaseMyTrip is also the fastest growing travel portal between FY18 to FY20 based on Gross Booking Revenue. The company, which has been profitable since inception, provides its customers with the option of no-convenience fee during ticket booking.

### **Other highlights**

-EaseMyTrip was able to sell 10.85 Lac air-segments, while market-leader sold 24.66 Lac air-segment

-EMT continues to gain market-share in selling air-segments:

- In FY19, market leader was 5.6 times bigger
- In FY20, market leader was 4.2 times bigger
- In FY21, market leader was 2.7 times bigger
- In Q1-22, market leader was 2.3 times bigger

-Non-Air transaction (Hotel, Train, Bus, etc) for Q1-22 stood at 1.95 lac, whereas for Q1FY21, it was a mere 7897 transaction.

### **About EaseMyTrip**

*EaseMyTrip is ranked 2<sup>nd</sup> among the Key Online Travel Agencies in India in terms of booking volume in the nine months ended December 31, 2020 (Source: CRISIL Report). EaseMyTrip also grew the highest at a CAGR of 47% during FY18 – 20.*

*EaseMyTrip offer a complete range of travel-related products and services for end-to-end travel solutions, including airline tickets, hotels and holiday packages, rail tickets, bus tickets and taxis as well as ancillary value added services such as travel insurance, visa processing and tickets for activities and attractions. EaseMyTrip provides its customers with the option of no-convenience fee during ticket booking. The customers are not required to pay any service fee where there are no alternate discount or promotion coupon being availed. As of December 31, 2020, EaseMyTrip provided its customers with access to more than 400 international and domestic airlines, more than 1,096,400 hotels in India and international jurisdictions, almost all the railway stations in India as well as bus tickets and taxi rentals for major cities in India. In addition, as of December 31, 2020, EaseMyTrip had 59,274 registered travel agents across almost all major cities in India.*

*Founded in 2008, Easy Trip Planners has offices across various Indian cities, including Delhi, Bengaluru and Mumbai. Its international offices (as subsidiary companies) are located in Singapore, the UAE and the UK.*

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